

Education Review Committee Report

The Education Review Committee was Chaired by Maui Commissioner, Alvin Imamura, who along with Vice-Chair, Big Island Commissioner, Charles Aki, directed the Commission's full educational program.

The responsibilities of this committee include the administration of the education programs: prelicense education—schools, instructors, and the development and maintenance of the salesperson and broker curriculum; and continuing education—providers, instructors; the development and maintenance of the Commission's mandatory core course, Law Update and Ethics, elective courses developed for the Commission by the Hawaii Real Estate Research and Education Center (HREREC), and other elective courses developed by instructors, providers, etc.

Programs also include educational seminars and brochures for all licensees and also consumers.

In fact, the Association of Real Estate Licensing Law Officials (ARELLO) honored the Commission with its 1995 International Education Award for Post Licensing Education Program for the Commission's "Real Estate Summit" ("Summit").

The "Summit" was conceived by former Commission Chair Marcus Nishikawa as an opportunity for the real estate industry to interact with government officials who directly or indirectly affect them as real estate professionals and to gain a better understanding of their respective roles in the real estate arena.

CONTINUING EDUCATION

This was a very busy year for the continuing education program, which included the administration of Act 241, passed by the 1996 Legislature, which provided for "waivers" of mandatory continuing education for those real estate licensees who qualified under one of the four (4) waiver categories.

In 1996, the Education Review Committee approved 13 continuing education providers, 15 instructors and added 3 new elective courses, including the new course developed by the HREREC, "Introduction to Broker Management," which also includes the PB/BIC brochure.

Also, during fiscal year 1996, 492 continuing education courses were offered and 7,776 participants took continuing education courses.

PRELICENSE SCHOOLS

In 1996, there were 12 prelicense schools and 19 instructors registered/certified.

Approximately, 104 broker and 808 salesperson completion certificates were issued during this period.

Also, the Real Estate Commission sponsored two (2) Regulated Industries Complaints Office (RICO) investigators to attend the prelicense salesperson course.

HAWAII REAL ESTATE RESEARCH AND EDUCATION CENTER (HREREC)

The Hawaii Real Estate Research and Education Center, funded from both the Real Estate Education Fund (REEF) and the Condominium Management Education Fund (CMEF), provides research and educational programs that benefit both the real estate industry and consumers.

The HREREC functions in an academic environment as part of the University of Hawaii at Manoa, College of Business Administration.

Under the guidance of Executive Director Dr. Nicholas Ordway, Interim Director Steve Gilbert, and the Advisory Council, the HREREC has achieved recognition as a leader among real estate centers both nationally and internationally.

The Advisory Council consist of those members who represent a broad spectrum of the real estate and allied sectors of the community. They set policy and give direction to the HREREC. Serving with the Advisory Council's Chairperson, Elizabeth Benton, during 1996 were:

Raymond Leshner
G.A. "Red" Morris
Mark Richards
Kenneth Kubiak
Alton Kuioka
Linda Coble
Steve Hidano

Aaron Chaney
Donald Clegg
John Reilly
Oswald Stender
Jane Barrows Tatibouet
David Pietsch, Jr.

The Council's ex officio members were Senator Milton Holt, Chair of the Senate Consumer Protection Committee and Representative Ron Menor, Chair of the House Consumer Protection & Commerce Committee.

Some of the HREREC'S accomplishments in 1996 are listed below:

- n The completion of the "Introduction to Management" continuing education elective course.
- n PB/BIC Responsibilities (Booklet)
- n Hawaii Guide to Real Estate Advertising (Booklet)
- n Update: Introductory Handbook to Client Trust Accounts (Booklet), Landlord-Tenant Code (Booklet) and Hawaii Real Estate Laws and Rules Manual
- n The organization of the 1996 spring seminars for real estate, "Reinventing Hawaii's Real Estate Economy: Ten Things You Absolutely Need to Know to Survive!" (Five seminars throughout the State)

INSTRUCTOR DEVELOPMENT WORKSHOP (IDW)

All prelicense and continuing education instructors are required to complete one IDW prior to initial certification and prior to recertification. In October 1995, the Commission ap-

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proved an IDW that was sponsored by the Hawaii Association of REALTORS in conjunction with their 1995 annual convention at Waikoloa, Hawaii. Approximately 5 instructors were present.

In July, 1996, the Commission approved an IDW sponsored by HAR at which approximately 17 instructors attended.

LICENSING EXAMINATIONS

Continuing a trend which began with fiscal year 1991, the number of licensing examinations administered declined significantly in 1996. As shown in the Figure 3, the total number of test candidates declined by 14.6% in 1996, with broker and salesperson candidates declining 24% and 13% respectively.

The 1,451 candidates represented the fewest candidates tested in the past ten years. Figure 4 provides a ten year perspective of licensing examinations administered.

The percent of candidates passing the test, 46% of broker candidates and 73% of salesperson candidates this year, increased over last year's 37% and 72% pass rates.

Testing was available five days a week in Honolulu at Assessment Systems, Inc.'s (ASI) permanent site in Honolulu. Licensing exams continued to be offered twice each month on Hawaii and Maui, and once each month on Kauai.

The continuing decline in the number of test candidates and the increasing cost of test administration will likely force changes in administration and test fees.

NEIGHBOR ISLANDS OUTREACH

This year the Commission held meetings in Waikoloa, Hawaii in conjunction with the Hawaii Association of REALTORS annual convention in October 1995 and on Maui in May 1996, as part of the Commission's on-going neighbor island outreach program and as required by law.

The Commission convened its three standing committees: Condominium Review, Education Review and Laws and Rules Review, on the neighbor islands, in order to promote special education or outreach work for that particular neighbor island's issues of concern.

In both events, State and County officials, including legislators, licensees, and other interested parties on that island, were invited to attend and to have an opportunity to meet the commissions and staff and voice their concerns or ask questions.

Also, as part of the neighbor islands outreach program, the Commission staff held a "Real Estate Specialist of the Day" in August 1995 in conjunction

with a "Condominium Specialist of the Day," in Lihue, Kauai.

INTERACTIVE PARTICIPATION WITH ORGANIZATIONS

The Commission is an active member of three national organizations, the Real Estate Educators Association (REEA), the Community Association Institute (CAI), Council of Licensure, Enforcement and Regulation (CLEAR) and one international organization, the Association of Real Estate Licensing Law Officials (ARELLO).

In addition, the Commission is involved with other national organizations including the Consumer Federation of America, the National Association of Realtors, the Fair Housing Council, the National Land Council, and the Federation of Associations of Regulatory Boards.

At a local level, the Commission also maintains a working relationship with the Hawaii Association of REALTORS and its local boards, the Hawaii Chapter of REEA, the Institute of Real Estate Management (IREM) and other trade organizations.

The Commission finds it important to maintain ties with other organizations for exchange of information, for gauging international, national and local trends, as a forum for discussion or issues and to learn from the experience of other organizations.

PUBLICATIONS

In March 1996, the Commission's Web Page made its debut on the internet. The web page, <http://www.hawaii.gov/hirec>, includes updated information regarding the Commission, education - continuing education courses, etc., condominium information and laws and rules.

As part of the Commission's education program, the Commission and staff are responsible for three (3) publications: The Real Estate Commission *Bulletin*, the *Hawaii Condominium Bulletin* and *School Files*.

REAL ESTATE LICENSING EXAMINATION						
	FY 1996			FY 1995		
	Brokers	Salespersons	Total	Brokers	Sales persons	Total
Number Tested	193	1,258	1,451	255	1,444	1,699
Change from prev. yr. (%)	-24.3%	-12.9%	-14.6%	-8.3%	-8.3%	-8.3%
Number Pass	89	919	1,008	95	1,037	1,132
% Pass	46.1%	73.1%		37.3%	71.8%	

Fig. 3

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Each publication has its own intended reader, but one thing remains constant: A publication through which the Hawaii Real Estate Commission (regulators) can openly communicate with the real estate industry (real estate licensees).

The Real Estate Commission *Bulletin* is a communication device containing useful information regarding education, advice and referral for real estate licensees.

The Real Estate Commission *Bulletin* is published quarterly and mailed to approximately 21,000 readers, including all licensees and other states and countries under the ARELLO jurisdiction.

School Files is the Commission's third publication and is distributed to Hawaii's real estate educators. Since its inception in 1988, *School Files* has maintained its mission as published in the first issue: The Commission hopes to provide meaningful information on a regular basis, and to afford a channel of communications between the real estate schools and Commission.

Unlike the Real Estate Commission *Bulletin* and *Hawaii Condominium Bulletin*, *School Files* is written, printed and distributed in house by the staff of the Real Estate Commission.

ADVICE, EDUCATION, AND REFERRAL

One of the more important functions of the Commission's staff is responding to inquiries and requests from both licensees and the public.

During this fiscal year, the staff, responded to approximately 20,785 telephone calls, 2,790 walk-ins, and 5,090 written requests and license/registration/certification applications, including but not limited to the following:

Licensing

- Broker Experience Certificate Applications
- Broker License Applications (Individual, Corp., Part.)
- Sole Proprietor License Applications
- Salesperson License Applications
- Branch Office Applications
- Site Office - Original Registration
- Site Office - Reregistration
- Restoration Applications
- Reinstatement Applications
- Education Waiver Applications
- Change Forms
- Trade names
- License History Requests

Schools, Providers, Instructors, Courses

- Prelicense Schools
- Prelicense Instructors
- Continuing Education Providers
- Continuing Education Instructors
- Continuing Education Courses
- Continuing Education Course Offerings

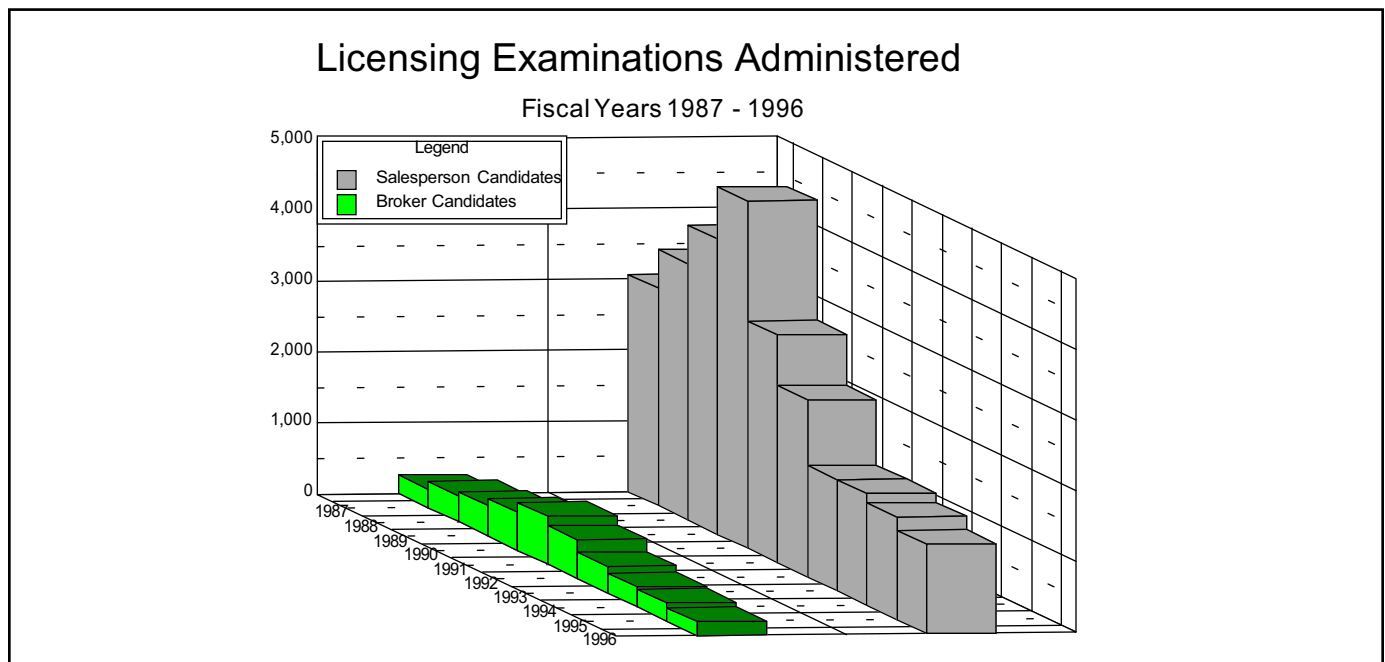


Fig 4